

APX Net Partners with Intelisys



FOR IMMEDIATE RELEASE

APX Net Partners with Intelisys, the Leading Technology Services Distributor

Agreement Connects Intelisys Sales Partners with APX Net's High-Speed, Multilocation Data Network Solutions

BERWICK, Maine – August 23, 2017 – APX Net, a communications service provider specializing in complex high-speed data networks, announced today its partnership with Intelisys, the nation's leading technology services distributor of business communications services.

The agreement gives APX Net the opportunity to work with Intelisys' nationwide network of top-producing Sales Partners – agents, IT solutions providers, VARs, MSPs and integrators, who are helping organizations nationwide to leverage telecommunications and IT services to drive business outcomes.

In turn, Intelisys Sales Partners now have access to APX Net's multicarrier fiber-optic network solutions for multilocation, point-to-point and private wide area networks (WANs). APX Net is known for its problem-solving capabilities and often is called on for complex, diverse or hard-to-reach network deployments.

"We are thrilled to be working with Intelisys," said Jeff Wood, president of APX Net. "As the country's largest technology services distributor, Intelisys not only has a strong presence in our backyard, it has an extensive network of expert Sales Partners throughout the country. We are looking forward to working with them to deliver networks that can stand up to today's bandwidth-hungry applications and high-availability requirements."

APX Net has had previous success working with Intelisys Sales Partners, such as Subsidiem Technologies, whose executives were instrumental in introducing APX Net to Intelisys.

"APX Net is an exceedingly creative supplier that helps our customers close the loop on complex, diverse, or rural Ethernet," said Ed Degenhart, managing partner for Subsidiem Technologies. "Very often, our offerings with traditional carriers are skewed because of service gaps, lack of diversity, or expensive access. APX Net allows us to abate those problems and deliver a competitive, resilient design that has consistently proven a valuable complement to SD-WAN deployments."

"Our Sales Partners are known as the industry's top performers for good reason, and we deeply value their input and feedback. This exciting new partnership with APX Net began as a request from some of our top Sales Partners, and it's a formidable foundation upon which to build a strong, long-lasting, beneficial relationship for all involved," said Brandon Smith, vice president sales, Central Region, for Intelisys. "We look forward to many great achievements together, as we proudly welcome APX Net to the Intelisys Supplier Partner portfolio."



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About Intelisys

Intelisys, a ScanSource company, is the nation's leading Technology Services Distributor of business communications services, including voice, data, access, cable, collaboration, wireless and cloud. Intelisys is dedicated to one thing – serving the needs and accelerating the success of the industry's top producing telecom sales agents, IT Solution Providers, VARs, MSPs and integrators, as they leverage the power of recurring revenue in their businesses. To learn more, visit www.Intelisys.com or talk to Intelisys at 800.615.8330.

Intelisys was acquired by ScanSource, a leading global provider of technology products and solutions, in August of 2016. www.scansource.com

About APX Net

APX Net is a carrier-agnostic communications service provider specializing in complex, multilocation high-speed data networks. APX Net designs, installs and manages multicarrier fiber-optic networks for customers with bandwidth-intensive needs, such as voice, video and cloud applications. It also offers a single point of contact for customer service and consolidated billing. APX Net's services are available in the top 20 U.S. metro markets and most Tier 2 and 3 rural markets nationwide through a network of authorized sales representatives. www.apxnet.com

Media Contacts:

Karen Mathis
Director of Marketing and Sales Support
APX Net
207.221.8389
kmathis@apxnet.com

Jessica Maria
Marketing Communications Manager
Intelisys
707.596.5183
jmaria@intelisys.com

